



Company Bio

Since 1986, he has served as adjunct faculty at the University of Wisconsin-Madison, School of Business-Executive Education. He designs and delivers professional development programs in the field of human relations, such as: executive leadership, influence, conflict management and team development. Chris is consistently ranked as one of their top presenters.

In addition to his university programs, Chris has conducted programs for such diverse clients as Yale School of Management, H. J. Heinz Corp., Pillsbury Corp., Minnesota Vikings Football, Harley-Davidson, Buick Motor Division, Brunswick Corp. and Dupont.

He is an internationally respected presenter and expert who connects quickly with his audiences and is guaranteed to deliver relevant content with memorable authenticity. Over the past 15 years, 99.4 % of his participants have said that he met or exceeded their expectations.

Chris is a former course designer and director of adult corporate enrichment programs for Outward Bound Schools in both the Midwest and Eastern United States.

He holds a Master's degree in adult education from the University of Wisconsin-Madison, with an emphasis in organizational behavior and counseling psychology.

**GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsaadvantage.gov>

SCHEDULE TITLE: MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

FSC GROUP: 874

CONTRACT NUMBER: GS-02F-106BA

CONTRACT PERIOD: May 23, 2014 to May 22, 2019

For more information on ordering from Federal Supply Schedules click on the **GSA Schedules link** at www.gsa.gov

CONTRACTOR:

Chris Hinrichs & Associates, Inc.
703 Moygara Rd
Madison, WI 53716
Phone number: 608-223-1703
www.chinrichs.com
nchinrichs@gmail.com

CONTRACTOR'S ADMINISTRATION SOURCE:

N. Chris Hinrichs

BUSINESS SIZE:

SBA Certified Small Disadvantaged business

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SIN	DESCRIPTION
874 4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration Learning Management, Internships

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN: N/A

1c. HOURLY RATES:

SIN(s) Proposed	Course Title	Course Length	Price Offered to GSA
874 4	Teamwork - Developing Functional and Productive Teams	One full Day	\$2,448.36
874 4	Teamwork - Developing Functional and Productive Teams	Half - Day	\$1,360.20
874 4	Leadership - Transformational Leadership-Inspiring the Best in Others	One Full Day	\$2,448.36
874 4	Influence - How to Influence Without Direct Authority	One Full Day	\$2,448.36
874 4	Conflict - Handling Conflict With Tact and Diplomacy	One Full Day	\$2,448.36

2. MAXIMUM ORDER*: \$1,000,000

3. MINIMUM ORDER: \$100

4. GEOGRAPHIC COVERAGE: 48 contiguous states, Alaska, Hawaii, Washington D.C., Puerto Rico, U.S. Territories, and to a port or consolidation point within the aforementioned locations for orders that are received from overseas activities.

5. POINT(S) OF PRODUCTION: US

6. DISCOUNT FROM LIST PRICES: 10%

7. QUANTITY DISCOUNT(S): N/A

8. PROMPT PAYMENT TERMS: Net 30 Days

9a. Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9b. Government Purchase Cards are accepted above the micro-purchase threshold.

10. FOREIGN ITEMS: N/A

11a. TIME OF DELIVERY: Determined on task order level

- 11b. **EXPEDITED DELIVERY:** Contact Contractor
- 11c. **OVERNIGHT AND 2-DAY DELIVERY:** Contact Contractor
- 11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.
- 12. **FOB POINT:** N/A
- 13a. **ORDERING ADDRESS:** 703 Moygara Rd Madison, WI 53716
- 13b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3
- 14. **PAYMENT ADDRESS:** 703 Moygara Rd Madison, WI 53716
- 15. **WARRANTY PROVISION:** Standard Commercial Warranty
- 16. **EXPORT PACKING CHARGES:** N/A
- 17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** N/A
- 18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A
- 19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
- 20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
- 21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A
- 22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
- 23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A
- 24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b. **Section 508 Compliance for EIT:** N/A
- 25. **DUNS NUMBER:** 079114100
- 26. **Contractor has an active registration in the SAM database.**

COURSE DESCRIPTIONS

Course Title	Course Description	Course Length	Minimum Participants	Maximum Participants	Per Course
Teamwork - Developing Functional and Productive Teams	<p>Developing Functional and Productive Teams More than ever before, organizational and individual success is greatly determined by how well we can work together productively toward one collective common goal and achieve superior results. Teamwork is a discipline. It involves continuously refining and clarifying goals, filtering and honing the right people for the right roles and creating and adhering to a regime of procedures that drive great results time after time. Invest the time to build the proper training, awareness and expectations into the employees and project teams of any organization and they will consistently benefit and thrive from the results of highly productive team efforts.</p> <p>Session Focus:</p> <ul style="list-style-type: none"> • Establish the essential boundaries and expectations that drive all team success. <ul style="list-style-type: none"> • Discuss and practice implementing the critical elements necessary for teams to perform at a high functional level. • Explore and discover the key reasons why many teams struggle and often fail. • Fully understand the primary ingredient for team success, that when accomplished will make other challenges seem easier. • Learn how to organize and conduct efficient and satisfying team meetings. 	One full Day	12	30	per course
Teamwork - Developing Functional and Productive Teams	<p>Developing Functional and Productive Teams More than ever before, organizational and individual success is greatly determined by how well we can work together productively toward one collective common goal and achieve superior results. Teamwork is a discipline. It involves continuously refining and clarifying goals, filtering and honing the right people for the right roles and creating and adhering to a regime of procedures that drive great results time after time. Invest the time to build the proper training, awareness and expectations into the employees and project teams of any organization and they will consistently benefit and thrive from the results of highly productive team efforts.</p> <p>Session Focus:</p> <ul style="list-style-type: none"> • Establish the essential boundaries and expectations that drive all team success. <ul style="list-style-type: none"> • Discuss and practice implementing the critical elements necessary for teams to perform at a high functional level. • Explore and discover the key reasons why many teams struggle and often fail. • Fully understand the primary ingredient for team success, that when accomplished will make other challenges seem easier. • Learn how to organize and conduct efficient and satisfying team meetings. 	Half - Day	12	30	per course

<p>Leadership - Transformational Leadership- Inspiring the Best in Others</p>	<p>Organizations are starving for solid and trustworthy leadership.... both formal and informal influencers who are internally driven to create a better future for themselves and others. And, who also have the courage to take initiative in that pursuit. This program will show you specifically how to encourage, inspire and help develop your key players and future leaders. And, by learning how to set them up for success, you will then know how to create an organizational culture that encourages and brings out the very best of all employees, keeping you and your organization at the top of its game. The wealth of any organization is in the quality and competence of the people it can attract and retain within its ranks. Become a true leader that others want to follow and you will also become one of your organizations biggest assets.</p> <p>Session Focus:</p> <ul style="list-style-type: none"> • Learn how to establish the correct boundaries and expectations that lead to follower's commitment – not just compliance. • Demonstrate and analyze the 5 key practices of credible, effective leaders and review the empirical research from which these practices evolved. • Analyze and internalize the most effective styles of leadership required for different situations, different employees. • Discuss the 4 most sought after traits in leaders based on data collected over a twelve year period from 1,800 companies. • Learn and practice the basics of how to coach others and set them up for success. 	<p>One Full Day</p>	<p>12</p>	<p>30</p>	<p>per course</p>
<p>Influence - How to Influence Without Direct Authority</p>	<p>How to Influence Without Formal Authority Chances are that if you are not actively working at influencing those around you in a positive and constructive way you may be generating a negative perception or affect – even if unintentionally. Knowing how to be credible, stay visible and skillfully navigate the landscape of organizational politics is essential to your success. Those who know and practice the fundamentals of influencing without direct authority will always be in a better position to excel. You do not always need formal position power to make a significant impact on those key people with whom you work. You can quickly and easily benefit by learning, practicing and polishing the universal fundamental principles of how to influence others and build sustainable credibility.</p> <p>Session Focus:</p> <ul style="list-style-type: none"> • Thoroughly understand and know how to implement the three powerful elements of all influencing efforts. • Learn and analyze the 7 key strategies for influencing; where and when to best apply them. • Discuss and practice the 5 essential skills necessary for positive influencing to be affective. • Learn how to manage powerful first impressions and sustain those impressions over time. • Learn to structure your language in a way that invites people to want to listen to you every time you speak. • Explore the ways you can increase your credibility with others and command more trust and respect. 	<p>One Full Day</p>	<p>12</p>	<p>30</p>	<p>per course</p>

<p>Conflict - Handling Conflict With Tact and Diplomacy</p>	<p>Handling Conflict With Tact & Diplomacy Knowing how to manage conflict effectively, confidently and constructively is a critical skill, especially in the corporate environment. Knowing how to best anticipate and manage a situation when confronted can enhance job satisfaction, personal productivity and add noticeable value to any individual and the organization they work in. Research shows that the most significant reason why people do not advance in their organizations and careers is their inability to handle their conflicts and frustrations on the job with appropriate tact and diplomacy. Constructively managing conflict and personal differences is a skill that can be learned and polished, resulting in greater self-confidence, personal power, employability and promotability.</p> <p>Participants in this program will develop these skills by:</p> <ul style="list-style-type: none"> • Understanding the fundamentals of different human perspectives and why people behave in such a wide variety of ways • Identifying and exploring the five basic methods for addressing conflict and emotional tension as well as when and where each one is most effective. • Developing and structuring your language so that others will listen to you and see a bigger picture <ul style="list-style-type: none"> • Learning proven ways to disarm anger, stay emotionally grounded and focused when emotional tensions escalate. • Exploring ways to change one's internal dialogue when feeling the tension of conflict resulting in behavioral responses that are more positive and powerful. • Identifying a preferred style of communication when faced with difficult circumstances, thereby providing greater flexibility in how to respond. • Clarifying when it is appropriate to hold your ground, when to let it go. 	<p>One Full Day</p>	<p>12</p>	<p>30</p>	<p>per course</p>
---	---	-----------------------------	-----------	-----------	-------------------